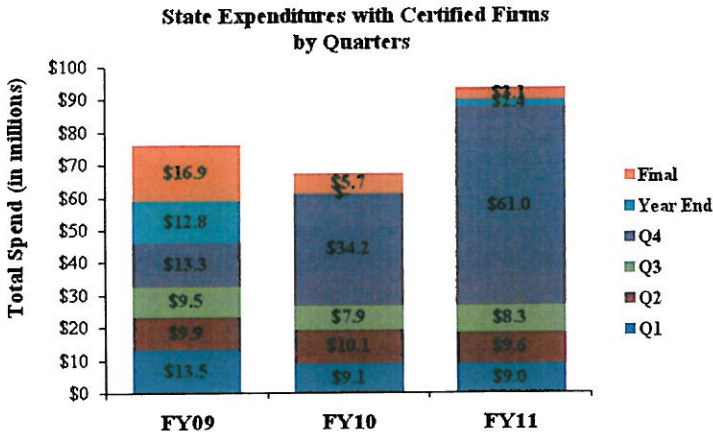




How much has the State spent with certified firms?



Data Notes

Data Source: OMWBE Database

The dollars of expenditure with certified firms includes only state certified firms, not spending with federally certified firms using federal dollars. The PBase (purchasing base) includes spending on goods and services with both state and federal dollars, with certain limited exceptions.

Measure Definition: Based on OMWBE and OFM's ongoing partnership to enhance agency expenditure data reporting and transmittal, OMWBE now receives additional expenditure data not previously transmitted to OMWBE. This enhancement resulted in an additional \$16.6 million spend to twenty agencies, \$15.9 million of which was attributed to DSHS.

FY09 data does not include University of Washington expenditures. UW data could not be included in OMWBE statewide report totals because data was not reported in a compatible format.

Target Rationale: Link to Agency Strategic Plan: Relevance: Notes: (optional) Data as of December 12, 2011

Also Available Action Plan: Yes Extended Analysis: Yes

Drill Down Measures

4.5.a - Diverse Suppliers to the State

Summary Analysis

- During FY11 the total expenditures with certified firms (\$93.6m) increased over FY10 (\$67.1m).
- Expenditures reported for the fourth quarter were significantly greater than the prior quarter.
- Due to an ongoing partnership between OMWBE and OFM to enhance agency expenditure data reporting and transmittal, OMWBE now receives additional expenditure data that was previously not transmitted to OMWBE. An additional \$16.6 million was apportioned to the spend reports of 20 agencies, the largest being \$15.9 million to the Dept of Social & Health Services.
- Notwithstanding the additional source of data, the increased spend is significant because agencies' contracting budget (PBase) was 34.3% less than for FY10.

FY11	PBase	MBE	%	WBE	%	Total # Certified Firms	Certified Firms Doing Business
Qtr 1	\$673,397,364	\$5,668,849	.84	\$3,387,068	.50	2692	268
Qtr 2	\$763,925,798	\$5,717,717	.74	\$3,991,348	.52	2744	334
Qtr 3	\$629,942,274	\$4,820,412	.77	\$3,483,502	.55	2886	387
Qtr 4	\$830,906,685	\$22,064,532	2.65	\$38,941,595	4.68	2974	599
year end	\$9,406,520	\$1,223,360	13.00	\$1,208,842	12.85	3017	605
Final	(\$536,296,986)	\$2,007,637		\$1,156,187		3065	627
FY11 Total (1)	\$2,371,281,655	\$41,502,507	1.75	\$52,168,542	2.20	3065	627

FY10	PBase	MBE	%	WBE	%	Total # Certified Firms	Certified Firms Doing Business
Qtr 1	\$615,665,989	\$6,790,803	1.10	\$2,290,215	.37	2461	224
Qtr 2	\$690,518,328	\$5,748,426	.83	\$4,363,717	.63	2582	287
Qtr 3	\$580,207,999	\$5,236,305	.90	\$2,730,602	.47	2715	332
Qtr 4	\$1,264,059,720	\$21,964,458	1.73	\$12,283,870	.97	2966	545
year end	0	0	0	0	0	2966	545
Final	(\$804,214,480)	\$4,677,283	0	\$1,073,332	0	2966	545
FY10 Total (1)	\$2,346,237	\$44,417,275	1.89	\$22,741,736	0.97	2966	545

(1) Accumulation of all 4 quarters plus all year end corrections.

Action Plan

Title	Who	Due Date	Status	Status Date
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ForumDate : 2009-07-15 (1)

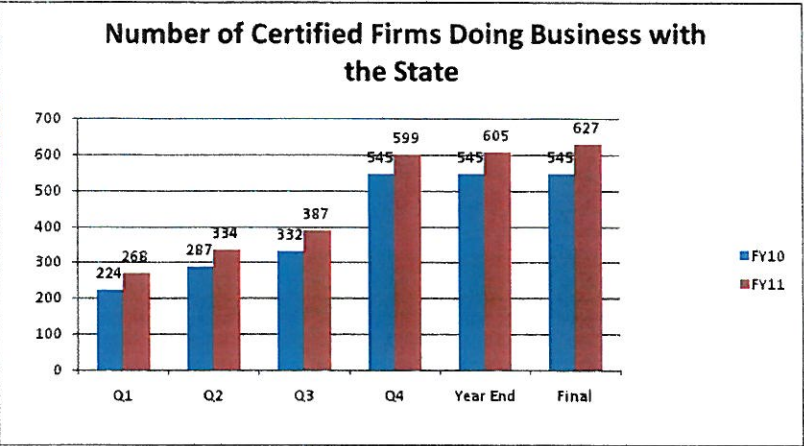
Second Tier Reporting Pilot	Director	12/31/2009	Completed	9/15/2010
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Extended Analysis

12/12/2011



The number of certified firms doing business with the state is increasing.



Data Notes

Data Source: OMWBE's Database

Number is not an accumulation of the quarters. OMWBE does not receive data from the agencies in order to determine the number of contracts a firm has with an agency because agencies either do not report the contract number and/or individual agency transactions are aggregated by OFM as part of its expenditure data preparation process for OMWBE.

Measure Definition:

Each quarter includes firms receiving spend on one or more contracts with one or more agencies during the quarter. A contract can span one or more quarters. Therefore, the same firm may be separately counted in multiple quarters for the same contract. For this year end total, the number of firms doing business with the state are counted only once, regardless of the number of contracts they have.

Target

Rationale:

Link to

Agency

Strategic

Plan:

Relevance:

Notes: (optional) As of December 12, 2011

Also Available

Action Plan: Yes

Extended Analysis: Yes

Action Plan

Title	Who	Due Date	Status	Status Date
ForumDate : 2011-10-26 (1)				
Veteran owned business spend report	Acting Director & IT Administrator	11/30/2011	In Progress	12/12/2011
ForumDate : 2011-10-05 (4)				
Online Directory	Director & IT		Completed	6/23/2011
Supplier Diversity Panel	Director	6/30/2011	Completed	6/30/2011
Ethnic Commission Business Directories	Director		Completed	6/23/2011
Certification Video	Director	6/30/2011	Completed	12/12/2011
ForumDate : 2010-10-27 (2)				
Implement Standard Contract Language	Director & Agency Support Manager	12/31/2011	In Progress	11/30/2011
OMWBE Directory Re-Design	Director & Agency Support Manager	12/31/2011	In Progress	12/12/2011

Summary Analysis

The number of certified firms doing business with the state increased in FY11 (627) from FY10 (605).

The number of certified firms doing business with the state during FY11 (627) steadily increased and is greater than FY10 (605). The total number of available firms (3065) also exceeds that of FY10 (2966). The number of certified firms in each ethnic/gender category increased in FY11 from FY10.

Number of Certified Firms Doing Business With the State

Ethnicity/Gender	FY11				Year End	Final
	1st Qtr	2nd Qtr	3rd Qtr	4th Qtr		
African American	26	32	39	63	64	66
Asian American	59	67	81	140	141	144
Hispanic	25	33	34	49	49	51
Native American	14	19	20	32	33	35
Other	0	0	0	0	0	0
Caucasian	144	183	213	315	318	331
Total	268	334	387	599	605	627

Ethnicity/Gender	FY10				Year End	Final
	1st Qtr	2nd Qtr	3rd Qtr	4th Qtr		
African American	21	26	33	50	50	53
Asian American	47	57	68	108	108	114
Hispanic	13	24	26	42	42	46
Native American	9	12	17	30	30	34
Other	0	0	0	1	1	1
Caucasian	134	168	188	277	277	297
Total	224	287	332	545	545	545

Extended Analysis


- Through its interagency agreement with the Hispanic Affairs Commission (CHA), OMWBE and HCA completed an online Latino Business Directory and M/WBE certification video (English and Spanish versions). Both are posted on OMWBE's and HCA's websites.
- Through its interagency agreement with the Department of Veteran's Affairs OMWBE will publish an annual spend report of the state's business with veteran-owned businesses for FY11.

CERTIFIED FIRMS DOING BUSINESS WITH THE STATE (FY2005-FY2011)

Year	PBase (Billions)	Total # of Certified Firms	Certified firms Doing Business	Dollars (Millions)
2005	\$2.8	2449	421	\$54.6
2006	\$2.7	2487	378	\$80.2
2007	\$2.9	2461	453	\$68.5
2008	\$2.7	2467	460	\$64.9
2009	\$2.0	2649	478	\$65.2
2010	\$2.3	2966	545	\$67.1
2011	\$2.3	3065	627	\$93.6

⌵ ForumDate : 2009-07-15 (2)

Gap Analysis	Director and Agency Support Manager	6/30/2011	In Progress	12/12/2011
Focused Advocacy	Director and Agency Support Manager	6/30/2011	In Progress	12/12/2011

 Add a new item